EXHIBIT 28

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Page 1
 1
                    IN THE UNITED STATES DISTRICT COURT
 2
                   FOR THE WESTERN DISTRICT OF WASHINGTON
 3
                                  AT SEATTLE
 5
     MICROSOFT CORPORATION, a
 6
     Washington corporation,
 7
               Plaintiff,
 8
               No. C10-1823-JLR
     vs.
     MOTOROLA, INC., MOTOROLA
10
     MOBILITY, INC., and GENERAL
11
     INSTRUMENT CORPORATION,
12
               Defendants.
13
14
15
                      DEPOSITION OF DAVID A. HEINER
16
                   Taken on behalf of the Defendants
17
                              March 28, 2012
18
19
     BE IT REMEMBERED THAT, pursuant to the Washington Rules of
20
     Civil Procedure, the deposition of DAVID A. HEINER, was
21
     taken before Tia B. Reidt, #2798, a Certified Shorthand
22
     Reporter, and a Notary Public for the State of Washington,
23
     on March 28, 2012, commencing at the hour of 8:48 a.m., the
24
     proceedings being reported at 315 5th Avenue South,
25
     Suite 1000, Seattle, Washington. TSG Job # 47848.
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1	APPEARANCES	1	Appearing on behalf of the Defendant	3
2		2	LYNN ENGEL	
3	Appearing on behalf of the Plaintiff	3	SUMMIT LAW GROUP	
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10		10	ALSO PRESENT:	
11		11		
12	Appearing on behalf of the Defendant	12	Sid Fox,	
13	PAUL M. SCHOENHARD	13	Videographer	
14	MATTHEW RIZZOLO	14		
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19		19		
20		20		
21 22		21 22		
23		23		
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4	Mr. Schoenhard 8	4	Questionnaire to competitors.	.,
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11	Microsoft Corporation.	11	the European Commission document.	
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1	EXHIBIT INDEX CONTINUED		1	DAVID A. HEINER
2	EATHBIT INDEA CONTINUED		2	DEPOSITION OF DAVID A. HEINER
3	EXHIBIT NO. DESCRIPTION	PAGE	3	Wednesday, March 28, 2012
4	1 - 1	63	4	8:48 a.m.
5	understanding of FRAND.	03	5	0.40 a.m.
6	Exhibit 19 18-page Google: Please Don't kill	67	6	THE VIDEOGRAPHER: This is the start of videotape
7	video on the web document.	07	7	labeled No. 1 of the videotape deposition of David Heiner in
8		71	8	the matter of Microsoft Corporation verses Motorola Inc.,
9	States Department of Justice dated	/ 1	9	et. al, in the United States District Court for the Western
10	3/15/21.		10	District of Washington at Seattle, Civil Action
11	Exhibit 21 17-page letter re: Standardization	75	11	No. C10-1823-JLR.
12	Feedback for Sub-Committee on	13	12	This deposition is being held at Summit Law Group,
13	Standards dated 3/7/11.		13	315 5th Avenue South, Suite 1000, Seattle, Washington, 98104
14		75	14	on March 28th, 2012, at approximately 8:45 a.m.
15	Exhibit 22 37-page e-mail and attachment	13	15	My name is Sid Fox from TSG Reporting, Inc., and
16	Re: Proposed consent decree		16	
	Microsoft's.	77		I'm the legal video specialist. The court reporter is Tia
17	Exhibit 23 3-page Microsoft's Proposed	77	17	Reidt in association with TSG Reporting.
18	Consent Decree Principles.		18	Will counsel please introduce yourselves.
19			19	MR. SCHOENHARD: Good morning. My name is Paul
20			20	Schoenhard. I'm an attorney with Ropes & Gray, LLP. I'm
21			21	here today representing the Motorola entities, the
22			22	defendants.
23			23	With me today are Matt Rizzolo, also with Ropes &
24			24	Gray, and Lynn Engel with the Summit Law Group.
25			25	MR. HARRIGAN: Art Harrigan, Danielson Harrigan,
		Page 8		Page 9
1	DAVID A HEINED			
	DAVID A. HEINER		1	DAVID A. HEINER
2	representing Microsoft and the witness.		1 2	DAVID A. HEINER Q. What are your responsibilities as vice president
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1 DAVID A. HEINER 1 DAVID A. HEINER 2 2 Q. Can you explain what you understand the term the second paragraph on Page 12 of Exhibit 2. 3 A. Okay. (Witness peruses document.) 3 "field of use restriction" to mean? 4 4 I'm sorry. Can you repeat the question? 5 5 Is it fair to say that Microsoft believes that Can you explain to me what you understand the term Q. 6 while there is no exhaustive list of traditional RAND 6 "field of use restriction" to mean. 7 7 A. I understand the term "field of use restriction" licensing terms, in addition to a possible compensation 8 element, such terms may include a field of use restriction, 8 to mean that a particular, say, patent might be licensed for 9 9 reciprocity, non sublicensability, defensive suspension, and one use and not another. 10 10 other common patent licensing considerations? Q. Can you explain to me what you understand the term 11 Yeah. Generally I think that's correct. 11 "reciprocity" to mean? 12 12 A. Let's see. I understand that term to mean that in As I think about one of the earlier questions you 13 13 asked, though, maybe I should clarify one aspect. This is a patent license, there might be a reciprocal grant of 14 14 my letter to the Federal Trade Commission, and it was my patent rights back to the licensor. 15 15 view at the time. I am responsible for this function at Q. Would that also be referred to as a grant-back? 16 16 Microsoft. But to go all the way to say that, you know, A. I think so. I'm not sure if the terms are, you 17 17 does Microsoft believe X, Y and Z is perhaps a bit of a know, completely synonymous or not, but yes. 18 18 Q. What do you understand the term "defensive stretch, since it's a corporate entity and there's not 19 19 necessarily any one belief of such an entity. suspension" to mean? 20 20 But having said that, I am responsible for the A. I understand that to refer to the concept where a 21 21 subject matter generally, and so... patent holder might grant a patent license to a licensee but 22 Q. And you do agree that Exhibit 2, the June 2011 22 have a provision that says that if the licensee engages in 23 23 letter, was submitted to the Federal Trade Commission on some specified act such as a lawsuit back against the 24 24 behalf of Microsoft, the corporate entity? licensor, then the license grant terminates. 25 25 A. Yes. And what might other common patent licensing Page 32 Page 33 1 DAVID A. HEINER 1 DAVID A. HEINER 2 considerations include? 2 You would typically expect for there to be 3 3 A. I don't know offhand. business discussions prior to legal action, however, 4 Would licensing nonessential patents as part of 4 correct? 5 5 I don't know about that. the same transaction be a common patent licensing A. 6 6 You agree that RAND license terms are typically consideration? 7 7 arrived at through bilateral negotiation, correct? Can you repeat the question? 8 A. 8 Would including as part of license discussion Typically, yes. 9 nonessential patents also be another common patent licensing 9 Are there circumstances in which bilateral 10 10 consideration? negotiation would not be involved? 11 11 Yes. I think that happens. MR. HARRIGAN: Object to the form of the question. A. 12 12 Would considerations of license term and You can answer. 13 13 THE WITNESS: I think one important aspect of the termination also be common patent license considerations? 14 14 standards system is that a firm that makes a RAND commitment A. Yes. 15 15 And each of these considerations would typically when it initiates patent licensing discussions, that it do 16 16 be fleshed out as part of bilateral negotiations between the so in good faith and that any offer it makes that it 17 17 perspective licensor and perspective licensee, correct? believes that offer is RAND, recognizing that people may 18 18 A. Yes. differ on that point. 19 Would you agree that whether terms are reasonable 19 And so if a firm were to come forward and put on 20 20 can be a matter of some debate? the table an offer that is manifestly not RAND, that likely 21 21 A. Yes. would not provide the basis for good-faith negotiations to 22 22 And whether terms are reasonable can be resolved proceed. 23 through litigation in the relatively rare circumstances 23 BY MR. SCHOENHARD: 24 24 where business discussions fail, correct? How might you determine if an offer is manifestly 25 25 I think that's right. not RAND?

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Page 34 Page 35 1 DAVID A. HEINER 1 DAVID A. HEINER 2 If it had the characteristics that Microsoft 2 offer patent licences should not preclude a patent holder 3 identified in an interrogatory response, I think in this 3 from seeking a preliminary injunctive relief or commencing 4 case but I'm not sure, where we listed a number of aspects 4 an action in the International Trade Commission just because 5 5 of what, is in our view, not RAND. the patent holder has made a licensing commitment to offer 6 Q. In such a circumstance, you believe that rather 6 RAND-based licenses in connection with the standard? 7 than going back and saying this doesn't look quite right in 7 A. 8 the general standards-setting context, it makes sense to go 8 And would you agree that any uniform declaration 9 9 ahead with a legal action? that such relief would not be available if the patent holder 10 10 A. I think that's fair to say. has made a commitment to offer a RAND license for its 11 Please direct your attention to Page 13 of 11 essential patent claims in connection with the standard may 12 12 Exhibit 2, the June 2011 letter. reduce any incentives that implementers might have to engage 13 13 A. Okay. in good-faith negotiations with the patent holder? 14 14 Q. Please feel free to read to yourself the first A. Yes. I mean, generally I believe that, and I 15 15 full paragraph on this page. think it's a commonplace notion, that anytime there's any 16 16 MR. HARRIGAN: I'm sorry. I was typing and missed limit whatsoever on the scope of intellectual property 17 17 it. Where are we reading? rights, that logically tends to reduce incentives to attain 18 MR. SCHOENHARD: Page 13, the first full paragraph. 18 those rights. 19 19 MR. HARRIGAN: Thanks. And on the other hand, if what's happening is that 20 20 THE WITNESS: (Witness peruses document.) there's greater sharing of those rights, then in the near 21 21 Okay. term there's the possibility of greater enervation by others 22 22 BY MR. SCHOENHARD: using those rights, and that's kind of a balancing and 23 23 Q. Is it fair to say that as of June 2011, the time tradeoff that has to be made. 24 24 this letter was submitted to the Federal Trade Commission, Q. Please direct your attention to Page 8 of 25 you believed that the existence of a RAND commitment to 25 Exhibit 2, the June 2011 letter to the Federal Trade Page 36 Page 37 1 DAVID A. HEINER 1 DAVID A. HEINER 2 2 Commission. MR. HARRIGAN: When you say "the final paragraph," 3 3 A. (Witness complies.) you're talking about the one that starts, "The principal"? 4 In Footnote 5 on Page 8 of Exhibit 2, do you see 4 MR. SCHOENHARD: Correct. 5 reference to a Mr. Keith Mallinson, M-A-L-L-I-N-S-O-N? 5 MR. HARRIGAN: Feel free to read the rest of that б 6 A. Yes. 7 7 THE WITNESS: (Witness peruses document.) O. Who is Mr. Keith Mallinson? 8 8 I don't know beyond what is said in the Okay. 9 9 BY MR. SCHOENHARD: parenthetical. 10 10 Q. Do you agree with Mr. Mallinson's statement that The parenthetical to which you're referring reads, 11 "A longstanding research analyst and consultant in the 11 there will at times be significant contention between the 12 12 telecommunications industry"? patent owner and implementer about what constitutes 13 13 A. Yes. reasonable licensing terms, but this is to be expected, as 14 with commercial negotiation on any input cost component, and 14 Do you believe that statement regarding 15 15 has for the most part been readily resolved through Mr. Mallinson to be correct? 16 16 A. Let me take a minute and read this. We're talking bilateral negotiations? 17 17 A. about the statement that's the second sentence of the Yes. 18 18 footnote, or after the colon? Would you agree, then, that even in situations 19 19 where there may be significant contention between parties as I was referring to the statement in the 20 20 parenthetical referring to who Mr. Mallinson is. to what would ultimately be reasonable terms, bilateral 21 21 Oh. I assume that's correct. I don't know negotiation is an appropriate course? 22 22 A. In general, yes. This particular case I think of personally. 23 23 Please take a moment to read to yourself the final as an outlier. 24 24 paragraph of Footnote 5 on Page 8 of Exhibit 2. If a potential implementer of a standard is aware 25 25 Okay. (Witness complies.) that another entity owns a portfolio of potentially

Page 39 Page 38 1 DAVID A. HEINER 1 DAVID A. HEINER 2 2 he's knocking on someone's door, apparently is seeking standard-essential patents, do you believe that the 3 implementer has an obligation to seek a license to those 3 licensing fees and then is obliged to offer a license that 4 4 patents? is compliant with RAND. 5 5 Q. How do you determine if the license that's offered A. I don't know about that. The current practice in 6 6 is compliant with RAND? the industry is often that no such license is sought and so 7 7 A. Well, that's a very big question, and people go to no such license is put in place, but rather firms simply 8 implement standards and rely on the fact that if they needed 8 conferences and have debates about what is RAND and the 9 9 like, so there's no definitive answer to that. a license - in other words, if the patent holder came 10 10 knocking - there's a RAND commitment. Q. In large part, the parties collectively and bilaterally determine what is RAND in their specific 11 And so I think often in the industry, firms simply 11 12 implement and don't actually obtain licences from everyone 12 contexts through negotiations, correct? 13 13 who might have IP that reads on implementation. A. Typically. 14 14 MR. SCHOENHARD: I think I've had you on the record Does that practice create free-rider issues? 15 15 for approximately an hour. Why don't we go ahead and take What do you mean? A. 16 16 Doesn't that type of practice encourage our first break, and then we'll resume in a few moments. 17 THE VIDEOGRAPHER: The time is approximately 17 implementers to effectively operate in an unlicensed 18 18 9:35 a.m. We are off the record. capacity with respect to existing IP rights in the hopes 19 19 that never shall a license need to be paid? (Pause in the proceedings.) 20 20 THE VIDEOGRAPHER: We are back on the record. The A. I don't know. I'm just commenting on what I think 21 21 happens in the industry. time is approximately 9:54 a.m. 22 Q. When a patent holder comes knocking on the 22 BY MR. SCHOENHARD: 23 23 Q. Mr. Heiner, do you understand that you've been implementer's door, what do you believe to be the common 24 24 practice? designated to testify today additionally with respect to 25 25 Topic 36 in Motorola's Notice of Deposition --A. The common practice is that the patent holder, if Page 40 Page 41 1 DAVID A. HEINER 1 DAVID A. HEINER 2 2 A. Yes. Microsoft will not seek an injunction or exclusion order 3 -- relating to a February 8th, 2012 statement, 3 against any firm on the basis of those essential patents," 4 "Microsoft Support for Industry Standards"? 4 correct? 5 5 A. Correct. 6 Do you believe that you are prepared today to 6 As of today, is that Microsoft's official O. 7 speak with respect to that topic? 7 position? A. Yes. 8 8 A. Yes. 9 9 (Whereupon, a 1-page Microsoft's Support for As of today, is it Microsoft's position that it is 10 10 Industry Standards document was marked Exhibit 3 for inappropriate for standards-essential patent holders to seek 11 11 identification.) injunctive-style relief? 12 12 THE COURT REPORTER: Exhibit 3. A. Yes. 13 13 BY MR. SCHOENHARD: That position is directly contrary to the position Q. 14 14 taken at Page 13 of the June 2011 Federal Trade Commission Q. Mr. Heiner, you have been handed a document that 15 has been marked as Heiner Exhibit 3, bearing Production No. 15 letter we discussed a moment ago, correct? 16 MS-MOTO_1823_00005196256. 16 Our position changed from June 14th to more 17 17 Please take a moment to review this document and recently, yes. 18 18 tell me whether you recognize it. Q. Why did Microsoft's position change? 19 Yes, I recognize this document. 19 Based on experience since then, based on thinking 20 about the subject more deeply, and based on discussions with 20 What is this document, Heiner Exhibit 3? 21 21 This document is a printout of a web page where the US Department of Justice. 22 22 Q. When you say "based or our experience since then," Microsoft made a statement regarding its support for 23 23 industry standards. are you referring to your experience as, for example, a 24 24 As part of this February 8th, 2012 statement, defendant against the Motorola entities? 25 Microsoft stated, under the No. 2, "This means that 25 Yes.

	Page 54		Page 55
1	DAVID A. HEINER	1	DAVID A. HEINER
2	Q. Do you recall whether you have seen these	2	the European Commission regarding interoperability.
3	documents before?	3	Q. What is interoperability?
4	A. I don't think I have. I'm not certain.	4	A. That's another one of those \$64,000 questions.
5	Q. You can set them aside.	5	But generally it's the ability of two products to at
6	A. Okay.	6	least in the computer context, two products to exchange
7	(Whereupon, a 3-page Interoperability: The other	7	information and interact with one another.
8	Side of Our Settlement with the European Commission document	8	Q. And in connection with the European Commission's
9	was marked Exhibit 11 for identification.)	9	investigation, were there concerns about the availability of
10	THE COURT REPORTER: Exhibit 11.	10	interoperability with Microsoft products?
11	BY MR. SCHOENHARD:	11	A. Yes.
12	Q. Mr. Heiner, you've been handed a document that has	12	Q. As part of this and other investigations,
13	been marked as Heiner Exhibit 11.	13	Microsoft created a set of principles regarding
14	Please take a moment to review this document and	14	interoperability that it intends to follow, correct? Do you
15	tell me whether you recognize it.	15	have any responsibility for the principles of
16	A. (Witness peruses document.)	16	interoperability at Microsoft?
17	Okay.	17	A. Yes.
18	Q. Do you recognize this document?	18	Q. What is that responsibility?
19	A. Yes.	19	A. The responsibility is counseling clients with
20	Q. What is Heiner Exhibit 11?	20	respect to living up to those principles.
21	A. It appears to be a printout of a blog post that I	21	Q. And when you say "counseling clients," you're
22	did apparently on December 18th of 2009.	22	referring to clients within Microsoft, correct?
23	Q. To what does the blog post marked as Heiner	23	A. Yes.
24	Exhibit 11 relate?	24	(Whereupon, a 4-page Frequently Asked Questions
25	A. It relates to a settlement of inquiries made by	25	about Interoperability document was marked Exhibit 12 for
	Page 56		Page 57
1	Page 56 DAVID A. HEINER	1	Page 57 DAVID A. HEINER
1 2		1 2	
	DAVID A. HEINER		DAVID A. HEINER
2	DAVID A. HEINER identification.)	2	DAVID A. HEINER A. Yes.
2	DAVID A. HEINER identification.) THE COURT REPORTER: Exhibit 12. BY MR. SCHOENHARD: Q. Mr. Heiner, you've been handed a document that has	2 3	DAVID A. HEINER A. Yes. Q. One of the interoperability principles is
2 3 4	DAVID A. HEINER identification.) THE COURT REPORTER: Exhibit 12. BY MR. SCHOENHARD:	2 3 4	DAVID A. HEINER A. Yes. Q. One of the interoperability principles is identified with the numeral 4 at the bottom of the page
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2 3 4 5 6	DAVID A. HEINER identification.) THE COURT REPORTER: Exhibit 12. BY MR. SCHOENHARD: Q. Mr. Heiner, you've been handed a document that has been marked as Heiner Exhibit 12, bearing Production Nos.	2 3 4 5 6	DAVID A. HEINER A. Yes. Q. One of the interoperability principles is identified with the numeral 4 at the bottom of the page carrying over to the second page of the bottom, "RAND Patent Terms."
2 3 4 5 6 7	DAVID A. HEINER identification.) THE COURT REPORTER: Exhibit 12. BY MR. SCHOENHARD: Q. Mr. Heiner, you've been handed a document that has been marked as Heiner Exhibit 12, bearing Production Nos. MOTOM_WASH1823_0394353 through 356. Please take a moment to	2 3 4 5 6 7	DAVID A. HEINER A. Yes. Q. One of the interoperability principles is identified with the numeral 4 at the bottom of the page carrying over to the second page of the bottom, "RAND Patent Terms." Do you see that? A. Yes. Q. As one of Microsoft's interoperability principles,
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	Page 82		Page 83
1	DAVID A. HEINER	1	DAVID A. HEINER
2	BY MR. SCHOENHARD:	2	MR. HARRIGAN: Yeah.
3	Q. Mr. Heiner, are you aware of any time prior to the	3	THE COURT REPORTER: Thank you.
4	fall of 2011 at which Microsoft took the position that	4	(Whereupon, the deposition was concluded at
5	injunctive relief should not be available to standard-	5	11:59 a.m.)
6	essential patent holders?	6	,
7	MR. HARRIGAN: Object to the form of the question.	7	(Signature waived.)
8	THE WITNESS: No.	8	(3-8
9	MR. SCHOENHARD: Mr. Heiner, I don't believe I have	9	
10	anything further. I thank you very much for your time this	10	
11	morning.	11	
12	THE WITNESS: Okay. Thank you.	12	
13		13	
14	MR. HARRIGAN: Nope.	14	
15	THE VIDEOGRAPHER: Here marks the end of videotape	15	
16	labeled No. 2 in the deposition of David Heiner.	16	
17	The time is approximately 11:56 a.m. We are off	17	
18	the record.	18	
19	THE COURT REPORTER: And before I go off the	19	
20	record, would you like the standing order?	20	
21	MR. SCHOENHARD: Please.	21	
22	THE COURT REPORTER: And would you like a copy,	22	
23	standing order?	23	
24	//	24	
25	CONTINUED ON THE NEXT PAGE TO INCLUDE JURAT.	25	
	Page 84		Page 85
1	CERTIFICATE	1	CORRECTION SHEET
2	02	2	Deposition of: David Heiner Date: 03/28/12
3	I, Tia B. Reidt, do hereby certify that	3	Regarding: Microsoft Vs. Motorola
4	pursuant to the Rules of Civil Procedure, the witness	4	Reporter: Tia Reidt
5	named herein appeared before me at the time and place	5	
6	set forth in the caption herein; that at the said time	6	Please make all corrections, changes or clarifications
7	and place, I reported in stenotype all testimony	7	to your testimony on this sheet, showing page and line
8	adduced and other oral proceedings had in the	8	number. If there are no changes, write "none" across
9	foregoing matter; and that the foregoing transcript	9	the page. Sign this sheet on the line provided.
10	pages constitute a full, true and correct record of	10	Page Line Reason for Change
11	such testimony adduced and oral proceeding had and	11	
12	of the whole thereof.	12	
13 14	IN WITNESS HEREOF, I have hereunto set my hand	13	
1 4 15	this 9th day of April, 2012.	14	
16	uns 3th day of April, 2012.	15	
17		16	
18		17	
19		18	
		19	
20	Tia B. Reidt	20	
21		21	
22	Commission Expiration: June 3, 2014	22	
23		23	
24 25		24 25	Signature David Heiner